

Curriculum Long Term planning Overview	Key Stage 4	Subject Area GCSE Business	Academic Year 2023-2024
---	--------------------	-----------------------------------	--------------------------------

Year	Study Modules	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Year 10	1 Business in the real world	1.1 The purpose and nature of businesses 1.2 Business ownership 1.3 Setting business aims and objectives 1.4 Stakeholders	1.5 Business location 1.6 Business planning 1.7 Expanding a business	6 Finance. 6.1 Sources of finance 6.2 Cash flow 6.3 Financial terms and calculations 6.4 Analysing the financial performance of a business	5 Marketing 5.1 Identifying and understanding customers 5.2 Segmentation	5.3 The purpose and methods of market research	5.4 The elements of the marketing mix: price, product, promotion and place (4Ps)
Builds Upon			Autumn Term 1 objectives, ownership, stakeholders	Autumn Term 2 objectives, ownership, stakeholders	Autumn Term 2 Objectives Business planning, expanding a business	Autumn Term 1 The purpose and nature of businesses Business planning (Product)	Summer Term 1 Segmentation Financial terms and calculations
Assessment		Progress Test	End of Unit Test	Progress Test	End of Unit Test	Progress Test	End of Unit Test

Curriculum Long Term planning Overview	Key Stage 4	Subject Area GCSE Business	Academic Year 2023-2024
---	--------------------	-----------------------------------	--------------------------------

Year	Study Modules	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Year 11	2 Influences on business	2.1 Technology 2.2 Ethical and environmental considerations 2.3 The economic climate on businesses	2.4 Globalisation 2.5 Legislation 2.6 Competitive environment	3. Business Operations 3.1 Production processes 3.2 The role of procurement 3.3 The concept of quality 3.4 Good customer services	4 Human resources 4.1 Organisational structures 4.2 Recruitment and selection of employees 4.3 Motivating employees 4.4 Training	Revision	
Builds upon		Segmentation Identifying and understanding customers	business aims and objectives market research Financial terms and calculations	Cash flow Analysing the financial performance of a business	Understanding customers Ethical considerations The economic climate on businesses Legislation	Concept of quality Competitive environment	
Assessment		Progress Test	End of Unit Test	End of Unit Test	Progress Test	End of Unit Test	